

ational Contract Management Association



Cathy Etheredge
Deputy Executive Vice President

NCMA-NAPM Commercial Practices Web Based Course

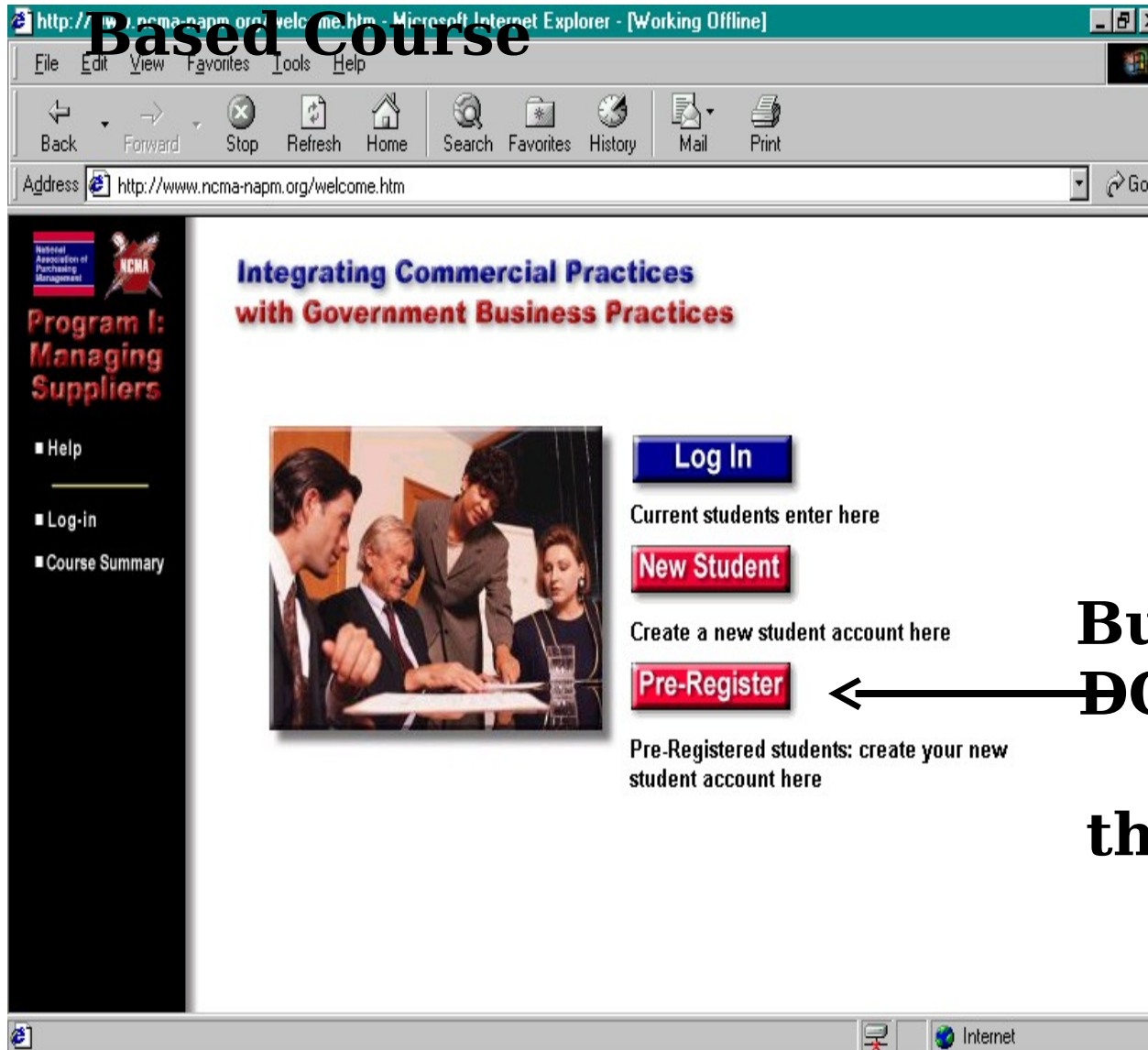


www.ncma-napm.org

Objectives:

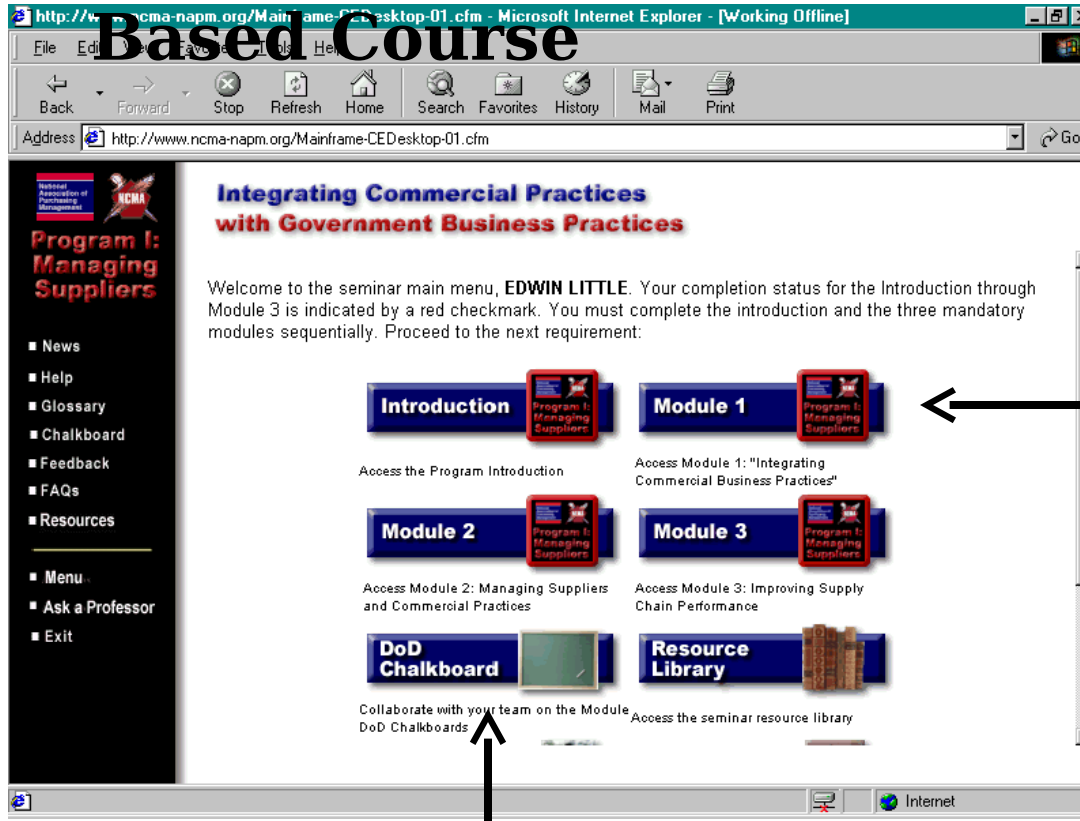
- Identify and describe commercial procurement “best practices”
- Compare/Contrast commercial practices with government practices
- Demonstrate with an Integrated Acquisition Team how the integration of commercial procurement “best practices” can improve the productivity of the team

NCMA-NAPM Commercial Practices Web Based Course



**Button used for
DCMC students
registered
through NCMA**

NCMA-NAPM Commercial Practices Web Based Course



**Course
divided into
three
modules
with
assignments
within each
module --
fully linked
to both text
and other
sites**

**Course DoD Chalk board to
post thoughts and comments
about the material that has
been read**

• National Contract Management Association

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http://www.ncma-napm.org/Mainframe-module1assign1.cfm - Microsoft Internet Explorer - [Working Offline]

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Address http://www.ncma-napm.org/Mainframe-module1assign1.cfm Go



**Program I:
Managing Suppliers**

Module 1


- Introduction
- Assignment 1 ✓
- Assignment 2 ✓
- Assignment 3 ✓
- Assignment 4 ✓
- Assignment 5 ✓
- Assignment 6 ✓
- Resources
- Summary
- Menu
- Ask a Professor

Integrating Commercial Practices with Government Business Practices

Step 3: Review and Complete Captain Scott O'Grady Radio Case Study

Captain Scott O'Grady's Radio Has Gone Commercial

The O'Grady case study presents a commercialization situation which is different from the norm. It demonstrates aggressive supplier innovation. The case summarizes the project and includes part of the market study completed by Motorola. The study was forwarded to USACECOM by letter.



The ANPRC-112, a handheld, UHF, military radio, has been identified as a commercial item under the new definitions of FAR 2.101. Captain O'Grady had the ANPRC-112 in his survival kit when he went down in Bosnia. It supported his six-days of evasive tactics. Motorola originally built the ANPRC-112 to military specifications. Company resources were devoted to understand the implications of FAR Part 2.101. The company's market research showed that the ANPRC-112 is a commercial product under FAR Part 2.101.

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Internet

**Each
assignment
has learning
objective
with step-by-
step
instructions.**

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Program I: Managing Suppliers

Module 1

- Introduction
- Assignment 1 ✓
- Assignment 2 ✓
- Assignment 3 ✓
- Assignment 4 ✓
- Assignment 5 ✓
- Assignment 6 ✓
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Integrating Commercial Practices with Government Business Practices

communication to achieve maximum success in the program. The anticipated benefits were:

- The team efforts to build action plans;
- The breakdown of communication barriers;
- The resolution of conflicts at the lowest levels;
- The building of team spirit to provide quality product, on time;
- A fair profit for the contractor.

In commercial practices, this is called win-win and it worked here.

Estimated savings in the 1995-1996 LRIP and FSP were \$110 million.

Source: PEO, Fort Monmouth, NJ

Case Question:

How could the concept of partnering work with your suppliers?

Post your answers on the Module 1 Chalkboard and discuss the subject with other team members.

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Case studies have questions. Students required to post thoughts to chalkboard.

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**Course
counts
for 24
Continuo
us
Learning
Points**



Cost: \$100 per student

**Two Ways to Register
using a credit card for
direct and immediate
access OR**

**In a group using a
Purchase Order or
government credit
card to NCMA.**

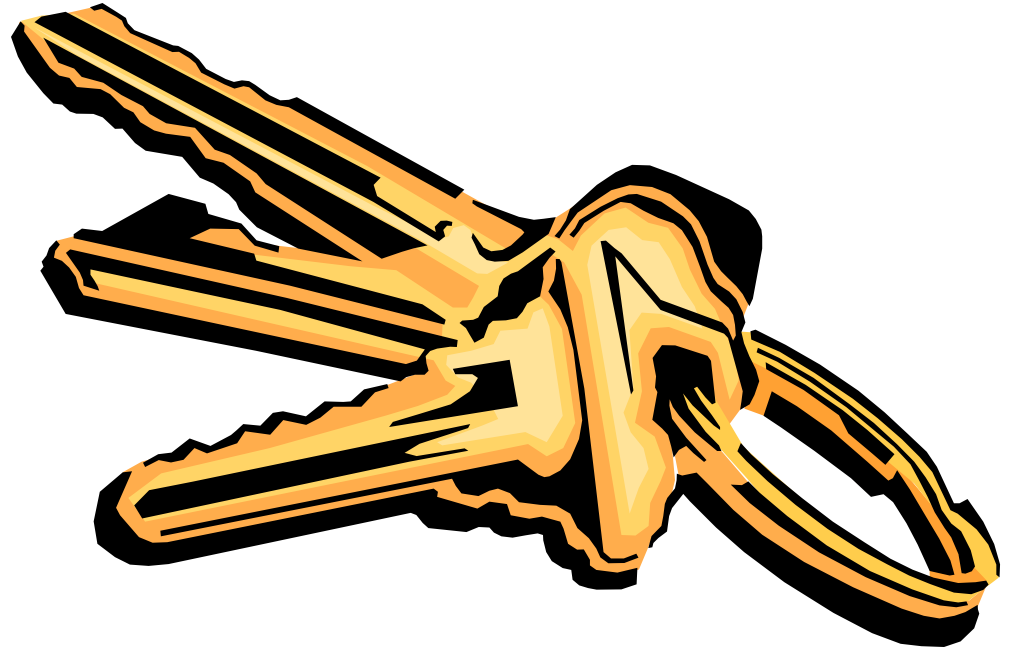




CERTIFICATION THE KEY TO PROFESSIONALISM

CACM

CPCM





Purpose

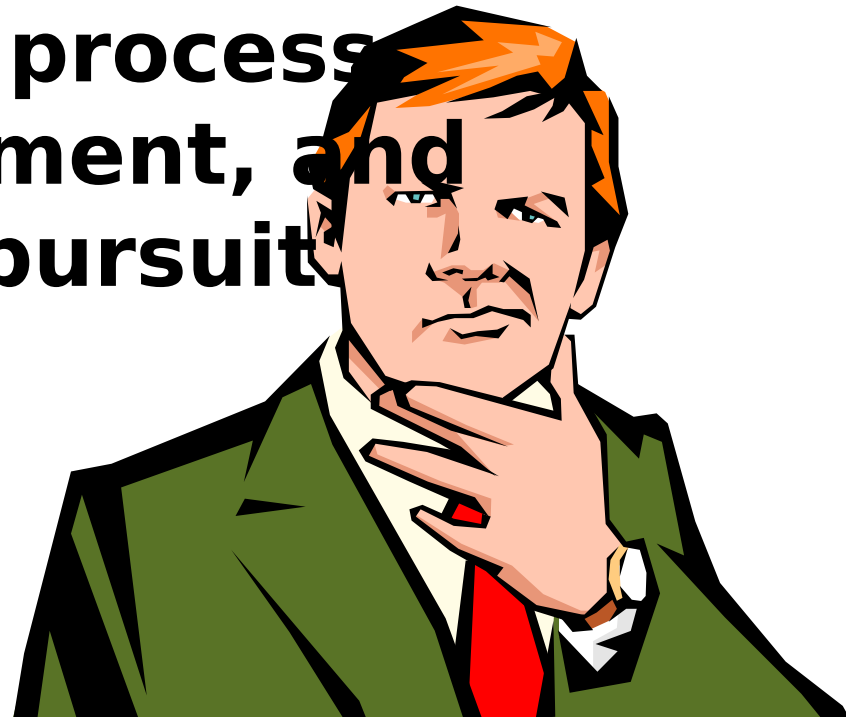
**Certify professional growth
and accomplishments**

Improve professionalism



Who cares about certification?

Professionals who care about excellence in the contract management and acquisition process, career advancement, and the continuing pursuit of knowledge.



WHY be certified?



Greater respect and recognition

**Increased competitiveness
in job market**

**Solid indication of
personal initiative**

Validation of proficiency

**Increased professional
credibility**





Demonstrate achievement, knowledge and skills

Achieve badge of competence

Evidence highest standards of integrity and ethics

Recognized for hiring and promotion



CACM requirements



**1 yr college, 1 acquisition
course, 1 yr contracting
experience**

**4 additional courses or years
experiences from 1 or more
of above 3 categories**

Pass the CACM exam



CPCM Requirements

Bachelor's degree

**8 procurement/
procurement related courses**

**Minimum 2 years
contracting experience**

Pass the CPCM exam

How do I get started?



Accept the challenge

The key to success...



Keep knowledge base current
Attend seminars, workshops,
conferences

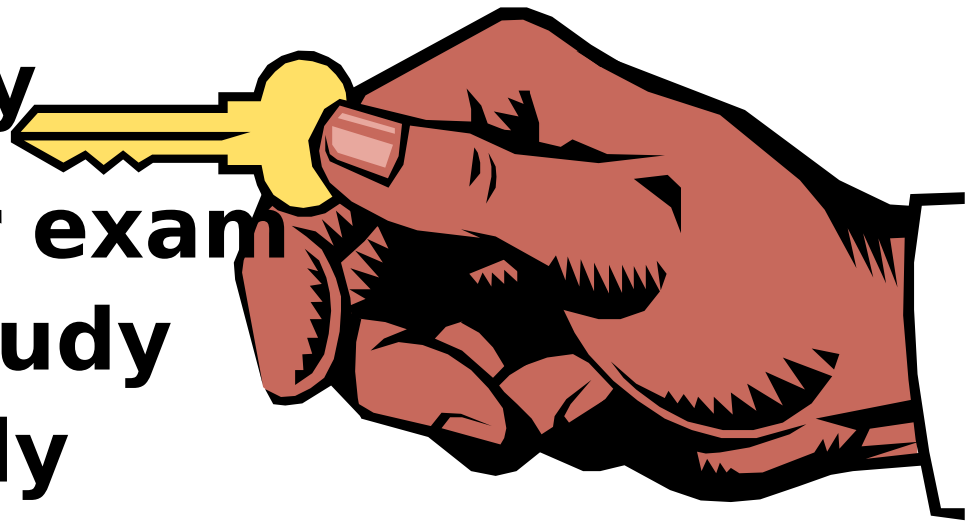
Read widely

Prepare for exam

Group study

Self-study

Take exam





National Contract Management Association

1912 Woodford Road

M/S PD-2

Vienna, VA 22182

For information:

**1-888-592-6262 (Fax on
Demand)**

**1-800-344-8096 X437 or
X421**

